

# USDA BROILER MARKET NEWS REPORT

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U.S. Department of Agriculture

Agricultural Marketing Service

**Poultry Programs** 

**Market News Branch** 

## NATIONAL BROILER MARKET-AT-A-GLANCE



Trade sentiment was fully steady to firm in the Northeast, steady elsewhere. Retail demand was light to moderate, best where featured. Food service was moderate to fairly good, best for fast for promotions. Supplies were balanced to well cleared and trading at premium levels in the East; in the remaining areas, availability was sufficient. In the parts structure, wings and tenders were close to tight and moving well, and all other parts were adequate or obtainable. In production areas, live supplies were moderate at irregular weights.

<u>GEORGIA F.O.B. DOCK PRICES</u> The Georgia f.o.b. dock quoted price on broilers/fryers for next week's trading remains unchanged at 69.25 cents based on full truck load lots of ice-packed USDA grade "A" sized 2 1/2 to 3 pound birds. This compares to 64.25 cents last year on September 11, 2002.

Georgia f.o.b. dock quoted prices on ice-packed parts for next week's trading.

|                                     | DOCK PRICE  |  |  |  |  |  |  |  |
|-------------------------------------|---|--|--|--|--|--|--|--|
| ITEM                                | (CENTS PER POUND)   |  |  |  |  |  |  |  |
| LINE RUN TENDERS                    | 208.00  |  |  |  |  |  |  |  |
| BREASTS - B/S                       | 197.00  |  |  |  |  |  |  |  |
| BREASTS - WHOLE                     | 100.00  |  |  |  |  |  |  |  |
| THIGH MEAT - B/S                    | 88.00   |  |  |  |  |  |  |  |
| LEG QUARTERS                        | 33.00   |  |  |  |  |  |  |  |
| WINGS                               | 83.50   |  |  |  |  |  |  |  |
| This information is supplied by the | This information is supplied by the Georgia Department of |  |  |  |  |  |  |  |
| Agriculture's Poultry Market New    | s Service   |  |  |  |  |  |  |  |

**SOUTHERN** Trade sentiment was generally steady. Demand was light to moderate with fair trading. Supplies were usually sufficient to closer balanced for trade needs. In the parts structure, dark meat was no more than adequate and continued to have strong movement. Breast items were mixed, but available, with tenders in the closest supply, and wings were close to short, best for larger cuts. In production areas, live supplies were moderate at mostly desirable weights.

NORTHEAST Trucklot buying interest on ready-to-cook whole broiler/ fryers remained fairly good during midweek trading. Offerings of all sizes were in good balance and commanding normal premiums. Retail and distributive movement was moderate to fairly good. The market tone was fully steady to instances firm. In the parts complex, boneless-skinless breasts were sufficient and bone-in breasts continued in good balance. Legs and leg quarters were clearing well. Wings and tenderloins were tightly balanced.

MIDWEST The market tone on whole broiler/fryers was steady. Supplies of whole birds were fully sufficient for current trade needs. Retail movement was light to moderate, best interest into limited features. Food service demand remained irregular, mostly moderate overall, instances good into fast food promotions. Floor stocks were adequate to instances long. Weights desirable to occasionally heavy. Parts trading was moderate to fairly good for seasonal items and best for wings and tenders with thigh meat receiving a moderate to good call; remaining items saw marginal interest. Trade sentiment was steady to firm on wings, tenders, and thigh meat; steady to barely steady on boneless/skinless breasts, and steady on the balance of parts.

<u>WESTERN</u> The market was steady. Offerings in close balance from local producers and adequate overall from southern producers. Retailer demand was moderate overall best to cover feature activities Floor stocks adequate.

#### CHICK PLACEMENT AND EGG SET TOTAL

| 19 STATES        |                  |             | PERCENT CHANGE |
|------------------|------------------|-------------|----------------|
| WEEK ENDING 09/0 | 6/03 <b>2003</b> | <u>2002</u> | PREVIOUS YEAR  |
| EGGS SET         | 200,452          | 203,517     | -02            |
| CHICKS PLACED    | 167,621          | 167,094     | 0              |

#### BROILER EGGS SET IN 19 SELECTED STATES DOWN 2 PERCENT

Commercial hatcheries in the 19-State weekly program set 200 million eggs in incubators during the week ending September 6, 2003. This was down 2 percent from the eggs set the corresponding week a year earlier. Average hatchability for chicks hatched during the week was 83 percent. Average hatchability is calculated by dividing chicks hatched during the week by eggs set three weeks earlier.

#### **CHICKS PLACED UP SLIGHTLY**

Broiler growers in the 19-State weekly program placed 168 million chicks for meat production during the week ending September 6, 2003. Placements were up slightly from the comparable week a year earlier. Cumulative placements from December 29, 2002 through September 6, 2003 were 6.05 billion, down 1 percent from the same period a year earlier.

WEEKLY RYERS AVAILABLE FOR MARKETING Based on the preliminary chick placements, the number of fryers available for the marketing during the week ending 18-Oct-03 is estimated at 154.7 million head. This compares to 155.2 million head the previous week and to 157.1 million head the same week a year ago, when the slaughter was 156.9 million head and the composite weighted average price 52.70 cents per pound.

SEP 09 SOUTHERN STATES BROILER/FRYER PARTS

SEP 10 F.O.B. DOCK OR EQUIVALENT, ICED-PACKED, PRICES SHOWN ARE DAY OF SHIPMENT (INCLUDES CURRENT AND PRIOR NEGOTIATIONS), TRUCKLOT AND LES THAN TRUCKLOT VOLUME, CENTS PER POUND.

| PO                  | UNDS         |               |                 | WTD        | PC                  | DUNDS |               |                 | WTD    |
|---------------------|--------------|---------------|-----------------|------------|---------------------|-------|---------------|-----------------|--------|
| <u>ITEM</u>         | <u>(000)</u> | <b>RANGE</b>  | <b>MAJORITY</b> | <u>AVG</u> | <u>ITEM</u>         | (000) | <b>RANGE</b>  | <b>MAJORITY</b> | AVG    |
| BREAST - B/S        | 977          | 158.00-238.00 | 162-165         | 164.69     | BREAST - B/S        | 882   | 162.00-238.00 | 167-170         | 167.9€ |
| TENDERLOINS         | 230          | 160.00-218.00 | 160-165         | 168.70     | TENDERLOINS         | 230   | 160.00-216.00 | 160-165         | 168.74 |
| BREAST - LINE RUN   | 92           | 92.00-107.00  | 92-95           | 95.16      | BREAST - LINE RUN   | 97    | 93.00-103.00  | 95-96           | 95.77  |
| FRONT HALVES        | -            | TOO FEW TO RE | EPORT           |            | FRONT HALVES        | Т     | OO FEW TO RE  | PORT            |        |
| LEGS                | 129          | 31.00-50.00   | 32-33           | 33.76      | LEGS                | 114   | 30.00-50.00   | 32-33           | 33.95  |
| LEG QUARTERS (BULK) | 633          | 27.00-29.00   | 28-29           | 28.27      | LEG QUARTERS (BULK) | 643   | 27.00-29.00   | 28-29           | 28.25  |
| LEG QUARTERS (4/10) | 1,130        | 29.00-35.00   | 30-31           | 30.47      | LEG QUARTERS (4/10) | 1,010 | 29.00-34.00   | 30-31           | 30.28  |
| WINGS (WHOLE)       | 277          | 73.00-89.00   | -               | 85.18      | WINGS (WHOLE)       | 278   | 78.00-91.00   | -               | 87.6€  |
| WINGS (CUT)         | 503          | 80.00-98.00   | -               | 87.58      | WINGS (CUT)         | 438   | 80.00-98.00   | -               | 87.42  |
| DRUMSTICKS          | -            | TOO FEW TO RE | EPORT           |            | DRUMSTICKS          | Т     | OO FEW TO RE  | PORT            |        |
| THIGHS              | -            | TOO FEW TO RE | EPORT           |            | THIGHS              | Т     | OO FEW TO RE  | PORT            |        |
| B/S THIGHS          | -            | TOO FEW TO RE | EPORT           |            | B/S THIGHS          | Т     | OO FEW TO RE  | PORT            |        |
| *******             | *****        | ******        | *****           | *****      | ************        | ***** | *********     | *****           | *****  |

WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS TRADING FOR SEP 09, 2003 -- FOB DOCK

WHOLE BODY INDEX BASED ON SOUTHERN STATES PARTS TRADING FOR SEP 10, 2003 -- FOB DOCK

**RANGE TODAY'S AVERAGE** 54.50 - 58.00 56.32

RANGE TODAY'S AVERAGE 5-DAY AVERAGE 54.50 - 58.50 56.53 56.33

The Index is intended solely as an indicator of values for commodity-type product and does not represent industry's willingness to sell or ability to buy.

NORTHEAST BROILER/FRYER PARTS Trucklot buying activity was fair to fairly good during midweek trading. Offerings of breast items were adequate to balanced with bone-in breasts noted in the best position. Dark meat cuts were clearing very well. Wings and tenderloins remained in tight balance. Movement through retail and distributive channels was moderate to fairly good with feature activity providing the best draw. The market tone was steady on boneless-skinless breasts, fully steady to instances firm bone-in breasts, wings and tenderloins; fully steady on the balance.

ICE PACKED BROILER/FRYER PARTS, DELIVERED TO FIRST RECEIVERS IN POOL TRUCKLOT AND TRUCKLOT QUANTITIES, CENTS PER POUND

| SEP 09                    | <b>CURRENT NEG</b> | WTD      |             |                           | CURRENT NEG | WTD    | SEP 10  |
|---------------------------|--------------------|----------|-------------|---------------------------|-------------|--------|---------|
| <u>ITEM</u>               | TRADING*           | AVG**    | VOL/LBS     | <u>ITEM</u>               | TRADING*    | AVG**  | VOL/LBS |
| BREAST - B/S              | 175-180            | 175.57   | 631,006     | BREAST - B/S              | 175-180     | 173.03 | 647,160 |
| TENDERLOINS               | 155-160            | 155.14   | 153,980     | TENDERLOINS               | 155-160     | 161.24 | 106,880 |
| BREAST - WITH RIBS        | 85-86              | 90.54    | 258,640     | BREAST - WITH RIBS        | 86-87       | 91.38  | 245,560 |
| BREAST - LINE RUN         | 85                 | 87.86    | 56,480      | BREAST - LINE RUN         | 86          | 89.89  | 103,760 |
| LEGS                      | 37-38              | 36.73    | 343,360     | LEGS                      | 38-39       | 36.95  | 674,440 |
| LEG QUARTERS (BULK)       | 27-28              | 28.47    | 577,774     | LEG QUARTERS (BULK)       | 28-29       | 29.15  | 376,312 |
| DRUMSTICKS                | 33-34              | 37.12    | 191,340     | DRUMSTICKS                | 34-35       | 39.13  | 142,200 |
| THIGHS                    | 27-28              | 39.11    | 57,200      | THIGHS                    | 28-29       | 38.88  | 73,120  |
| B/S THIGHS                | 75-76              | 78.02    | 59,260      | B/S THIGHS                | 76-77       | 78.96  | 74,800  |
| WINGS (WHOLE)             | 72-73              | 78.89    | 188,160     | WINGS (WHOLE)             | 73-74       | 81.98  | 188,560 |
| BACKS AND NECKS (STRIPPE  | D) 10-12           | 12.30    | 45,560      | BACKS AND NECKS (STRIPPEI | D) 10-12    | 11.86  | 51,160  |
| LIVERS (5 POUND TUBS)     | 25-30              | 31.96    | 11,765      | LIVERS (5 POUND TUBS)     | 25-30       | 30.65  | 16,980  |
| GIZZARDS (HEARTS)         | 35-40              | 43.54    | 27,290      | GIZZARDS (HEARTS)         | 35-40       | 44.60  | 23,600  |
| INICILIDED. NIVOITY METDO | ADEA DI MODTI      | IEDALALI | NAA OT DA / | NODTHE ACT OF HADDIODHDON |             |        |         |

INCLUDES: NY CITY METRO. AREA, RI, NORTHERN NJ, MA, CT, PA (NORTHEAST OF HARRISBURG).

<sup>\*\*</sup> WEIGHTED AVERAGE PRICE OF ALL GRADES AND BRANDS OF PRODUCT SHIPPED, OR TO BE SHIPPED AS OF 1:30 P.M.

| ESTIMATED SLAUGHTER OF BROILER-FRYERS (IN THOUSANDS)                   |                |          |              |           | SOUTHERN CALIFORNIA | (L.A. AREA) PROC | <u>ESSED POULTRY,</u> |            |                      |                 |                |
|--|----------------|----------|--------------|-----------|---------------------|------------------|-----------------------|------------|----------------------|-----------------|----------------|
|  |                |          |              |           | AVG                 | i                |                       | AVG        | DELIVERED TO RETAILE | RS              | <u>RANGE</u>   |
|  | <b>ESTIMAT</b> | ED       | <u>ACTUA</u> | <u>\L</u> | WTS                 | <u>A</u>         | CTUAL                 | <u>WTS</u> | FRESH FRYERS         |                 | 92-98          |
|  | 09/10          | 09/09    | 09/08        | 09/05     | 09/08               | 09/05            | 09/03                 | 09/01      | ROASTERS 4# & UP     |                 | 80-95          |
| ALA  | 4,103          | 4,053    | 4,021        | 4,354     | 5.21                | 5.06             | 4,092                 | (A)        | HENS UNDER 5#        |                 |                |
| ARK  | 5,230          | 5,285    | 5,234        | 5,198     | 5.13                | 5.07             | 4,918                 | (A)        | HENS OVER 5#         |                 | 60-63          |
| DELMARVA   | 2,345          | 2,286    | 2,286        | 2,728     | 5.47                | 5.36             | 2,335                 | (A)        | DUCKS                |                 |                |
| KY-LA-TN   | 2,005          | 2,001    | 1,996        | 2,386     | 4.92                | 4.71             | 1,963                 | (A)        | RABBITS-WHOLE        |                 |                |
| MISS   | 3,101          | 3,113    | 3,084        | 3,103     | 5.34                | 5.09             | 3,073                 | (A)        | RABBITS-CUT UP       |                 |                |
| NC   | 2,450          | 2,476    | 2,429        | 2,659     | 6.28                | 6.24             | 2,481                 | (A)        | SAN FRANCISCO PROCE  | ESSED POULTRY   |                |
| TEXAS  | 2,336          | 2,369    | 2,498        | 2,497     | 5.10                | 4.84             | 2,488                 | (A)        | DELIVERED TO RESTAU  | RANTS AND INSTI | <u>rutions</u> |
|  | 21,570 2       | ,        | 21,548       | 23,007    | 5.32                | 5.18             | 21,350                | 4.28       | FRESH FRYERS         | DRY PACK        | 101-103        |
| MON-WED  | 64,763(B       | 5)       |              |           |                     |                  | 47,749                | (B)        |                      | ICE PACK        | 100            |
| (A) Not pub  | lished to a    | avoid d  | isclosin     | g individ | dual o              | peration         | ons                   |            | ROASTERS 4# & UP     | DRY PACK        | 89-105         |
| (B) Weekly   |                |          |              |           |                     | ,                |                       |            |                      | ICE PACK        | 105            |
| federal inspection for 9/10 is estimated to be 32,271,000 up 0.7 perce |                |          |              |           | nHENS OVER 5#       | ICE PACK         | 91                    |            |                      |                 |                |
| from a wee   | k ago and      | d up 1.5 | percer       | nt from a | a year              | ago.             |                       |            |                      | DRY PACK        | 89             |
| (Last week   | 32,038,00      | 00; last | year 3       | 1,799,00  | 00)                 |                  |                       |            | DUCKS                |                 | 152-175        |

<sup>\*</sup> TODAY'S NEGOTIATED SALES AS OF 11:30 A.M.

#### **ESTIMATED U.S. LIVE POULTRY SLAUGHTER**

| UNDER FEDERAL INSPECTION F | OR WEEK ENDING 13-SEP-03 |
|----------------------------|--------------------------|
| CURRENT WEEK               | PREVIOUS WEEK            |

|                 | CURRENT WEEK | PREVIOUS WEEK |
|-----------------|--------------|---------------|
|                 | 09/13/03 (1) | 09/06/03      |
| CLASS           | THOUS        | SAND HEAD ——— |
| BRO-FRY         | 160,761 (2)  | 141,296       |
| LT HENS         | 1,162        | 1,069         |
| <b>HVY HENS</b> | 1,653        | 1,382         |
| CHECK TOT       | AL 163,576   | 143,747       |
| (1)ESTIMATI     | ED           |               |

(2)The estimated number of broiler-fryers available for slaughter the week ending 13-Sep-03 is 157.1 million head compared to 160.9 million head slaughtered the same week last year. The estimated U.S. slaughter this week is 161.6 million head or 4.0 million more than estimated available. For week of 20-Sep-03 the estimated available is 158.4 million head.

WEEKLY COLD STORAGE HOLDINGS-SELECTED STGE CENTERS (INCL GOVT STOCKS) (IN THOUSANDS)

|     | PROCE    | SSED TURKEY | PROCESSED POULTRY |
|-----|----------|-------------|-------------------|
|     |          | <u>LBS</u>  | <u>LBS</u>        |
| AM  | 09/08/03 | 223,763     | 49,149            |
| AM  | 08/01/03 | 221,358     | 58,470            |
| CHO | 3        | 2,405       | -9,321            |
| PCT | CHG      | 1           | -16               |

# <u>COLD STORAGE MOVEMENT</u> (IN THOUSANDS)

|                | PROCE:  | <u>SSED TUP</u> | RKEYS  | PROCESSED POULTRY |         |        |
|----------------|---------|-----------------|--------|-------------------|---------|--------|
|                | 9/08/03 | 9/02/03         | 9/9/02 | 9/08/03           | 9/02/03 | 9/9/02 |
| PACIFIC COAST  | 20,615  | 20,408          | 31,087 | 4,639             | 9,601   | 8,307  |
| LOS<br>ANGELES | 420     | 472             | 1,337  | 2,164             | 2,330   | 3,499  |

#### **CENTRAL MISCELLANEOUS POULTRY RTC HENS**

READY-TO-COOK PRICES NEGOTIATED FOR DELIVERY TO FIRST RECEIVERS, U.S. GRADE A AND PLANT GRADE, 5 LBS. AND UP, FOR WEEK OF SEPTEMBER 8, 2003

|      |                             | KANGE |
|------|-----------------------------|-------|
| HENS | ICE PACKED (12 PER BOX)     | 58-63 |
|      | VACUUM PACKED (6-9 PER BOX) | 59-76 |

| VACCOUNT ACKED (0-91 EK BOX) 39-70     |       |      |     |                      |         |       |     |  |
|--|-------|------|-----|----------------------|---------|-------|-----|--|
| HACKETTSTOWN POULTRY SALES FOR 9/09/03 |       |      |     |                      |         |       |     |  |
|  | LOW I | HIGH | AVG |                      | LOW     | HIGH  | AVG |  |
| HEAVY FOWL lb.                         | .45   | 1.45 | .74 | <b>HEAVY FOWL ea</b> | ı. 4.75 |       |     |  |
| LIGHT FOWL lb. MIXED FOWL lb.          | -     | -    | -   | LIGHT FOWL ea        |         | -     | -   |  |
| MIXED FOWL lb.                         | -     | -    | -   | MIXED FOWL ea        |         | -     | -   |  |
| BANTAMS lb.                            | -     | -    | -   | BANTAMS ea.          | .50     | 6.50  | -   |  |
| BROILERS lb.                           |       |      |     |                      |         |       | -   |  |
| ROASTERS lb.                           | -     | -    | -   | ROASTERS ea.         | -       | -     | -   |  |
| FRYERS lb.<br>CHICKS lb.               | -     | -    | -   | FRYERS ea.           | -       | -     | -   |  |
| CHICKS lb.                             | -     | -    | -   | CHICKS ea.           | .50     | 1.00  | -   |  |
| PULLETS lb.                            | -     | -    | -   | PULLETS ea.          | 5.25    | 7.00  | -   |  |
| BUNNIES lb.                            | -     | -    | -   | BUNNIES ea.          | -       | -     | -   |  |
| ROOSTERS lb.                           |       |      |     |                      |         |       |     |  |
| GEESE lb.                              |       |      | -   | GEESE ea.            | 3.00    | 4.50  | -   |  |
| TURKEYS lb.                            |       |      | -   | TURKEYS ea.          | -       | 1.00  | -   |  |
| DUCKS lb.                              |       |      |     |                      |         |       |     |  |
| RABBITS lb.                            |       |      |     |                      |         |       |     |  |
| PIGEONS lb.                            |       |      |     | PIGEONS ea.          |         |       |     |  |
| GUINEA FOWL Ib                         |       |      |     |                      |         |       |     |  |
| DUCKLINGS lb.                          |       |      |     |                      |         |       |     |  |
| GUINEA KEETS 6                         |       |      |     | CALL DUCKS ea        | a. 9.75 | 15.00 | -   |  |
| SILKIES ea.                            |       |      |     | GOSLINGS ea.         |         |       |     |  |
| GUINEA PIGS ea                         |       | 5.75 | -   | TURKEY POULT         | S ea    | -     | -   |  |
| CHUKARS ea.                            | -     | 3.50 | -   |                      |         |       |     |  |
| TOTAL COOPS 1                          | 67    |      |     |                      |         |       |     |  |

### MAJOR WHOLESALE MARKETS - Mexico City

| Cents | s per pound | for the w | eek ending S | September | 5, 2003      |       |
|-------|-------------|-----------|--------------|-----------|--------------|-------|
|       | Whole       |           | Legs         | Necks,E   | Back Livers/ |       |
|       | Chickens    | Breasts   | w/Thighs     | &Wings    | Gizzards     | Hens  |
| RAYC  |             |           |              |           |              | _     |
| Low   | 48.13       | 117.19    | 62.78        | 8.37      | 12.56        | 46.04 |
| High  | 52.32       | 125.56    | 66.97        | 16.74     | 16.74        | 46.04 |
| Most  | y 50.23     | 117.19    | 62.78        | 12.56     | 12.56        | 46.04 |
| SAN   | JUAN        |           |              |           |              |       |
| Low   | 47.71       | 108.82    | 62.78        | 8.37      | 12.56        | 46.04 |
| High  | 51.90       | 117.19    | 66.97        | 16.74     | 16.74        | 46.04 |
| Most  | y 50.23     | 117.19    | 62.78        | 12.56     | 16.74        | 46.04 |
| NEW   | SAN JUAN    |           |              |           |              |       |
| Low   | 47.71       | 108.82    | 62.78        | 8.37      | 12.56        | 48.13 |
| High  | 51.90       | 117.19    | 66.97        | 12.56     | 16.74        | 48.13 |
| Most  | y 50.23     | 117.19    | 62.78        | 12.56     | 12.56        | 48.13 |
| BEC   | ERRA        |           |              |           |              |       |
| Low   | 48.13       | 108.82    | 62.78        | 8.37      | 12.56        | 48.13 |
| High  | 52.32       | 117.19    | 71.15        | 16.74     | 16.74        | 48.13 |
| Most  |             | 117.19    | 66.97        | 12.56     | 16.74        | 48.13 |

<u>DELMARVA</u> Movement of read-to-cook whole birds was moderate to good and continued to keep the bulk of seller offerings in good balance to well cleared, particularly on the heavier weight sizes. Live supplies were moderate; weights were mostly desirable to light. Processor schedules were moderate to moderately heavy. Less than trucklot asking prices were 1 cent higher at 61 to 71 cents. Trade sentiment was fully steady to firm. In the parts complex, supplies were adequate to well cleared on most items.

\*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA

|                  | BRANDED<br>U.S. GRADE A |
|------------------|-------------------------|
| RANGE            | 55-77                   |
| WEIGHTED AVERAGE | 63.36                   |
| NO. OF BOXES     | 7,701                   |

\*8 of 8 plants reporting.

# USDA, AMS, POULTRY PROGRAMS, POULTRY MARKET NEWS OFFICES

| POULTRY MARKET NEWS OFFICES |          |               |                     |
|-----------------------------|----------|---------------|---------------------|
| Washington, DC              | Voice    | (202)720-6911 | Mike Sheats         |
|                             | Fax      | (202)720-2403 | (Chief)             |
| Atlanta, GA                 | Voice    | (404)562-5850 | Johnny Freeman      |
|                             | Fax      | (404)562-5875 | (Officer-In-Charge) |
|                             | Recorded | (404)562-5856 |                     |
| Jackson, MS                 | Voice    | (601)965-4662 | Gary Brown          |
|                             | Fax      | (601)965-4661 | (Southern States    |
|                             |          |               | Area Supervisor)    |
| Des Moines, IA              | Voice    | (515)284-4471 | Mary L. Adkins      |
|                             | Fax      | (515)284-4468 | (Officer-In-Charge) |
|                             | Recorded | (515)284-4545 |                     |
| Bell, CA                    | Voice    | (323)269-4154 | Jim Derby           |
|                             | Fax      | (323)269-5926 | (Officer-In-Charge) |
|                             | Recorded | (323)260-4676 |                     |